

## **Historic, archived document**

Do not assume content reflects current scientific knowledge, policies, or practices.



2 H 1491  
A12155



United States  
Department of  
Agriculture

Agricultural  
Cooperative  
Service

Cooperative  
Information Report  
Number 4



Rev. 1981

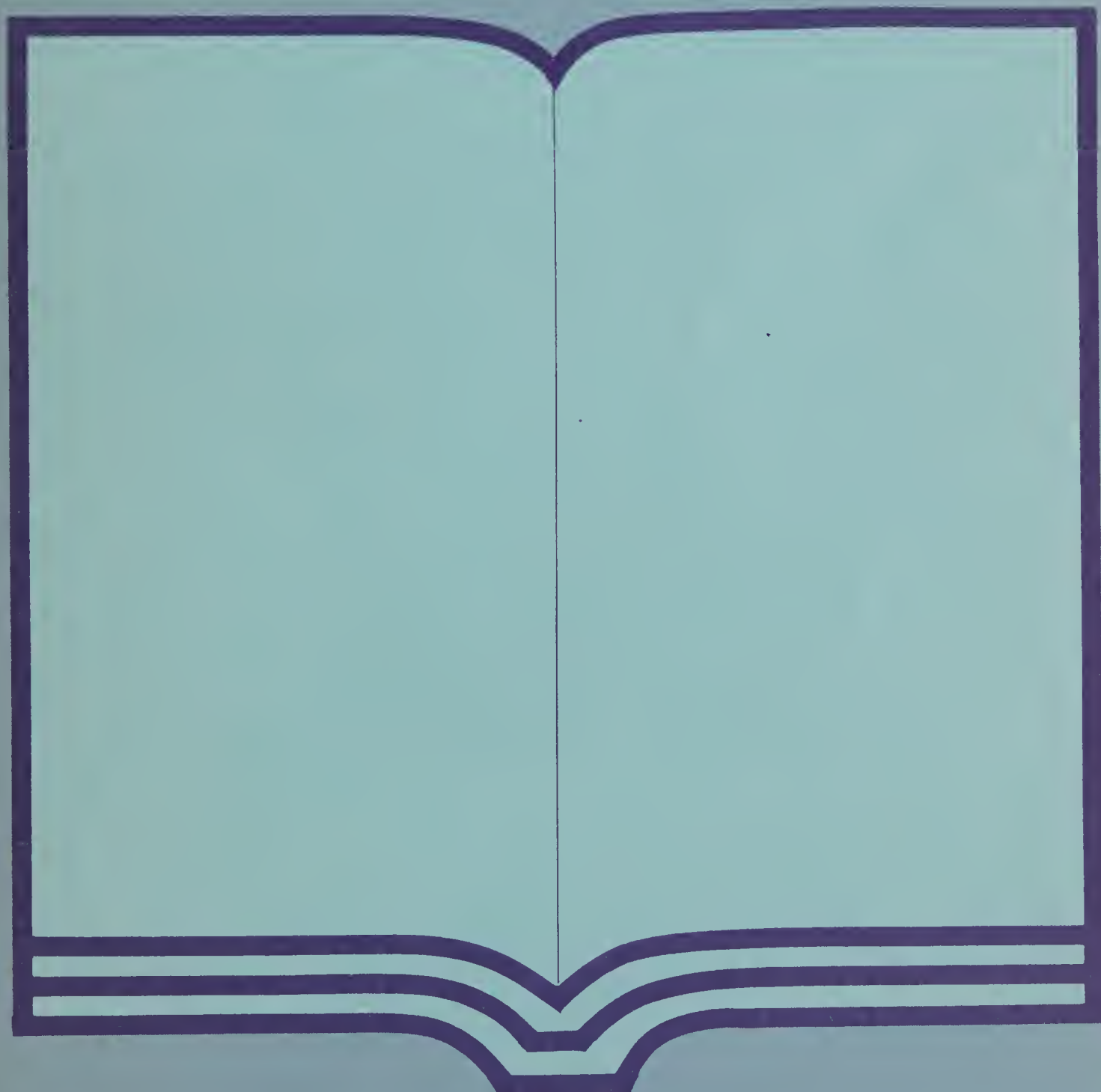
# Farmer Cooperative Publications

Q

72 '32

1981

1981



Limited numbers of copies of most publications are available free. A few publications that are expensive to produce are for sale at cost. Negative or positive film can be made available if requesting organizations have need of and wish to print large quantities.

Direct publications request to Agricultural Cooperative Service, U.S. Department of Agriculture, Washington, D.C. 20250.

Coordinated by C. H. Kirkman, Jr. and Gene Ingalsbe

# Agricultural Cooperative Service

## What We Do—How We Work

### What We Do

Agricultural Cooperative Service (ACS) devotes its total effort to preserving and improving the heart of American agriculture—the family farm.

Our role stems from the long-standing and clear public mandate to the U.S. Department of Agriculture to foster and support the family farm as the means by which our Nation's food and fiber are produced.

Family farmers use the cooperative form of business to increase their income and enhance their quality of living. They use cooperatives as an extension of their farm business to jointly purchase production supplies, process and market products, and perform related services. By working together for mutual benefit, family farmers are able to reduce costs and obtain greater returns in the marketplace. They are able to provide Americans with the world's most plentiful, highest quality, and least costly food.

Our direct role is providing knowledge to improve the effectiveness and performance of the farmer's cooperative business. We help in several ways.

### Research

Research is conducted to acquire and maintain the base of information necessary for Agricultural Cooperative Service to give farmers relevant and expert assistance pertaining to their cooperatives. Studies of functional cooperative aspects concentrate on their financial, structural, managerial, policy, member, legal, social, and economic activities.

Concerted effort is made to ensure research has direct application to cooperatives' current and emerging requirements to serve the family farm most effectively as a dimension of market structure. We have a major challenge to analyze industry structure and cooperative operational practices to determine the changes required to maintain or achieve a producer-oriented marketing system.



## **Technical Assistance**

Technical assistance is provided in response to specific problems. Requests may come from a few farmers directly wanting to organize a cooperative, or from farmers' elected directors of a federation of cooperatives composed of hundreds or thousands of farmers desiring to improve operations. Help is given on business organization, operating efficiency, and member control. Work can involve determining the economic feasibility of new facilities or adding new products or services. Advice may be given on the merits of merging organizations or forming new ones. Studies cover the full range of decisionmaking found in a cooperative business enterprise.

The Agency is prepared to evaluate any one link in the farm economic system or to design an entirely new system under the cooperative framework.

Technical assistance is largely designed to specifically benefit the requesting group. However, the results often provide guidance in developing business strategy for all cooperatives and in determining priorities for research.

The Agency provides specialized assistance to farmers desiring to form new cooperatives. On request from farmer groups, we conduct feasibility studies for potential cooperative operations and give advice on implementing business plans. Field offices in Augusta, Me., New Bern, N.C., London, Ky., Pine Bluff, Ark., and Salinas, Calif., help farmers identify needed cooperative services and provide continuing assistance to new cooperatives.

## **History and Statistics**

Cooperative statistics are collected to detect growth trends and changes in structure and operations. Data help identify and support research and technical assistance activities. This information is used extensively by legislative and executive branches of government in formulating agricultural and cooperative related policy.

## **Education and Information**

Agricultural Cooperative Service has a distinct mission in education and information. We are assigned the responsibility by the Cooperative Marketing Act of 1926 "to promote the knowledge of cooperative principles and practices and to cooperate, in promoting such knowledge, with educational and marketing agencies, cooperative associations, and others."

We maintain a central storehouse of information about farmer cooperatives in the United States—made available through more than 200 research reports and educational publications. Some of these cover basic principles of cooperation and key organizational and management elements required for successful cooperative effort. Others report the findings of research and technical assistance studies. A monthly magazine, *Farmer Cooperatives*, reports significant achievement by cooperatives, the most advanced thinking of cooperative leaders, and highlights of agency activities.

The Agency's Cooperative Development Training Center at the University of Georgia at Athens provides training in cooperative principles, practices, and management. Primary clientele are directors and managers of new and developing cooperatives.

## **How We Work**

Guiding principles for our efforts center on providing immediate response and leadership amid the changing economic environment in which family farmers operate. The agency is prepared to work with well-established commercial farmers or those with limited resources.

We have about 60 agricultural economists and cooperative specialists, backed by 29 support personnel. Many have specialized beyond their professional training in specific areas unique to cooperatives—business organization, finance, marketing, purchasing, transportation, and member education.

One specialist or a team may tackle a project. Staff members do more than gather data by mail. We travel extensively, walking in factory and field, to gather information first hand by personal interview.

We may provide assistance directly or serve as a catalyst in bringing together the best available resources to reach an objective. We may work alone or consult specialists with other State and Federal agencies such as Extension Services, universities, with one or a group of cooperatives, or other private consulting groups.

Because of our versatility and flexibility, ACS is a national focal point for activity about agricultural cooperatives.

Over the years, our activities have been wide-ranging and complex. Yet our fundamental purpose remains simple: To foster agricultural cooperative growth and efficiency.

**Contents**

Numerical Series and Description

Cooperative Information Reports . . . . .	1
FCS Information Reports . . . . .	10
Marketing Research Reports . . . . .	14
Program Aids . . . . .	16
Research Reports . . . . .	17
ASC Research Reports . . . . .	17
Farmer Cooperative Research Reports . . . . .	20
FCS Research Reports . . . . .	24
Service Reports . . . . .	29
Miscellaneous Publications . . . . .	30
ESCS Reports . . . . .	30
FCS Circulars . . . . .	32
FCS Service Reports . . . . .	32
Reprints from <i>Farmer Cooperatives</i> . . . . .	32
Unnumbered . . . . .	34
Publications by Subject Matter	
History and Statistics . . . . .	35
Organization . . . . .	38
Starting a Cooperative . . . . .	40
Mergers and Joint Ventures . . . . .	42



Operations . . . . .	42
Education and Training . . . . .	42
Finance . . . . .	46
Foreign Trade . . . . .	48
Legal Matters . . . . .	49
Management . . . . .	50
Marketing/Bargaining . . . . .	52
Animal and Animal Products . . . . .	55
Dairy . . . . .	55
Meat Animals . . . . .	55
Poultry . . . . .	56
Fish . . . . .	56
Crops . . . . .	57
Cotton . . . . .	57
Food and Feed Grains . . . . .	57
Fruit and Vegetables . . . . .	58
Specialty Crops and Products . . . . .	59
Member and Public Relations . . . . .	60
Purchasing . . . . .	61
Feed . . . . .	62
Fertilizer . . . . .	63
Petroleum . . . . .	63
Seed . . . . .	63
Research . . . . .	63
Rural Development . . . . .	64
Transportation and Distribution . . . . .	65



# Farmer Cooperative Publications

## Numerical Series and Description

### ● Cooperative Information Reports

#### CIR 1

#### **Farmer Cooperatives in the United States.**

Available only in the following sections:

#### CIR 1 Section 1

#### **Cooperative Principles and Legal Foundations.**

Martin A. Abrahamsen, J. Warren Mather, James R. Baarda and James Kelly. 1977. 26 pp.

Gives identifying characteristics of farmer cooperatives and the many documents and organizations responsible for their origins and progress.

#### CIR 1 Section 2

#### **Agricultural Cooperatives: Pioneer to Modern.**

Martin A. Abrahamsen. 1977. 42. pp.

History of cooperative activities from 1810 to the modern day. Covers cooperative experimentation; encouragement by farm organizations; expansion in commodity marketing; adoption of sound business practices, and how they adjusted to change.

#### CIR 1 Section 3

#### **Cooperative Benefits and Limitations.**

J. Warren Mather and Homer J. Preston. 1980. 22 pp.

Identifies how cooperatives benefit farmers and the public, yet are subject to the usual business limitations plus some related to agriculture and the inherent nature of the organization.

#### **CIR 1 Section 4** **Cooperative Development in Rural Areas.**

Raymond Williams, Carl W. Deitemeyer, Phillip F. Brown, Fred E. Hulse, David Holder, and Gerald E. Ely. 1978. 34 pp.

Describes recently formed cooperatives. Shows examples of cooperatives formed both by high- and low-resource farmers by commodity.

#### **CIR 1 Section 5** **Organizations Serving Cooperatives.**

Martin A. Abrahamsen and Howard Mobley. 1978. 26 pp.

Gives a capsulized description of the various national and State trade and service organizations and how each serves in assisting cooperatives.

#### **CIR 1 Section 6** **Cooperative Issues and Challenges.**

Randall E. Torgerson. 1981. 28 pp.

Discusses external issues and challenges such as legal, income tax, and pricing systems. Discusses issues of internal nature such as member capital, equity redemption, member internal cooperative structure and vertical integration.

#### **CIR 1 Section 7** **Cooperative Member Responsibilities and Control.**

C. H. Kirkman, Jr. 1980. 26 pp.

Distinctive cooperative features requires membership to assume responsibilities. Through exercising democratic control members relate their needs and services and make adjustments for their future.

#### **CIR 1 Section 8** **Cooperative Management.**

J. Warren Mather, Gene Ingalsbe, and David Volkin. 1980. 30 pp.

Covers management roles, resources, functions, tools, elements and division of responsibility, local and regional operations, and challenges.

**CIR 1 Section 9**  
**Cooperative Finance and Taxation.**

Nelda Griffin, David Volkin, and Donald R. Davidson. 1981. 30 pp.

Discusses financial planning, methods, position and trends, and the income tax status of farmers' marketing, supply and related service cooperatives.

**CIR 1 Section 10**  
**Cooperative Education and Training.**

C. H. Kirkman, Jr. 1981. 26 pp.

Develops an understanding of education and training of members, directors, managers and employees. Principal cooperative efforts, State and national assistance, and special interest programs are outlined.

**CIR 1 Section 12**  
**Cooperative Transportation and Distribution.**

Eldon E. Brooks and Robert J. Byrne. 1978. 22 pp.

Evaluates the importance of total physical distribution in a farm marketing or supply cooperative. This involves the managing of products or materials to or from cooperatives. Included are transportation, warehousing or storage, order processing, inventory management, materials handling, packaging, as well as finished products.

**CIR 1 Section 13**  
**Fruit, Vegetable, and Nut Cooperatives.**

Fred E. Hulse, Richard S. Berberich, Gilbert W. Briggs, and Martin A. Blum. 1978. 50pp.

Tells of the important part cooperatives play in marketing these products. Describes the two main functions these cooperatives perform: marketing products in fresh or processed form and bargaining for terms of trade. Also lists services such as production, quality and marketing information to members.



**CIR 1 Section 14**  
**Livestock and Wool Cooperatives.**

John T. Haas, David L. Holder, and Clement E. Ward, 1979. 34 pp.

Gives a brief history of the livestock and wool cooperatives in the United States. Also reports overall statistics for the present livestock and wool cooperatives in accounting for farmers' cash receipts.

**CIR 1 Section 15**  
**Grain Cooperatives.**

Stanley K. Thurston, Bert D. Miner, and J. David Morrissy. 1979. 42 pp.

Discusses cooperative marketing of all types of food and feed grains, except for rice and dry beans and peas, which are covered in other sections. Gives a picture of the number of cooperatives engaged in marketing, handling, or processing grain and soybeans. Includes an early history of country elevators.

**CIR 1 Section 19**  
**Special Crop Cooperatives.**

Fred E. Hulse, Gilbert W. Biggs, Donald Simon, Robert H. Miller, Luigi Angelo, and J. Warren Mather. 1981. 60 pp.

Covers number, organization, operation, services, and benefits of cooperatives marketing tobacco, sugar and sweeteners, dry beans and peas, seed, forest products, fish and other specialized farm products.

**CIR 1 Section 20**  
**Farm and Home Supply Cooperatives.**

J. Warren Mather, Donald L. Vogelsang, John M. Bailey, Lyden O'Day, John M. Foschia, and Lloyd C. Biser. 1981. 48 pp.

Describes organization, financing, operating practices, services and benefits of farmer cooperatives engaged entirely or primarily in the handling of farm and home supplies and equipment. Also lists number of cooperatives distributing specified types of supplies.

(Subsequent sections will appear as printed.)

## **CIR 2**

### **Cooperative Facts.**

Gene Ingalsbe. Revised 1981. 20 pp.

A compilation of facts relating to founding of cooperatives from both a historical and general standpoint.

## **CIR 3**

### **Cooperatives—Distinctive Business Corporations.**

C. H. Kirkman, Jr. Revised 1979. 24 pp.

Pictures cooperatives as distinctive business corporations in the American private enterprise system. Tells both advantages and disadvantages of various businesses in the United States.

## **CIR 4**

### **Farmer Cooperative Publications.**

C. H. Kirkman, Jr. and Gene Ingalsbe. Revised 1981. 42 pp.

Lists and describes available publications by series, number, and subject.

## **CIR 5**

### **Cooperatives in Agribusiness.**

C. H. Kirkman, Jr. Revised 1981. 60 pp.

Contains basic cooperative background for high schools and junior colleges, explaining what a cooperative is—organization, financing, and operations. Points out various rural and consumer cooperative examples. Touches on career opportunities.

## **CIR 6**

### **Understanding Your Cooperatives.**

C. H. Kirkman, Jr. 1979. 146 pp.

This publication is laid out in four lessons with the following titles:

1. Principles and Practices
2. Historical Developments

### 3. Economic Democracy in Action

### 4. Principles Underlying Cooperative Financing and Taxation.

Prepared for postsecondary schools to improve student understanding of cooperatives operating in the community, so students undertaking a cooperative work program between the college and business or industry can progress. Publication has illustrations for making overhead transparencies.

#### CIR 7

##### **How to Start a Cooperative.**

C. H. Kirkman, Jr. Revised 1979. 18 pp.

A very simple guide for groups interested in a step-by-step approach to organizing a cooperative.

#### CIR 8

##### **Mr. Chairman.**

C. H. Kirkman, Jr. Revised 1979. 20 pp.

Reviews parliamentary law, order of business, and what constitutes a quorum.

#### CIR 9

##### **What Are Patronage Refunds?**

Revised 1981. 12 pp.

Discusses patronage refunds and their relationship to the cooperative concept and points out need for more research on various aspects of cooperatives.

#### CIR 10

##### **Is There a Co-op in Your Future?**

C. H. Kirkman, Jr. Revised 1978. 36 pp.

Highly illustrated, describes in simple terms how to start a cooperative.

## **CIR 11**

### **What Are Cooperatives?**

C. H. Kirkman, Jr. Revised 1978. 9 pp. (Also in Spanish.)

Highly illustrated, describes in simple terms why people form cooperatives.

## **CIR 12**

### **Members Make Co-ops Go.**

C. H. Kirkman, Jr. Revised 1978. 11 pp. (Also in Spanish.)

Highly illustrated, describes in simple terms what members must do to make their cooperative successful.

## **CIR 13**

### **Using Co-op Members' Money.**

C. H. Kirkman, Jr. Revised 1978. 15 pp.

Highly illustrated, describes in simple terms the function of money in a cooperative.

## **CIR 14**

### **What Co-op Directors Do.**

C. H. Kirkman, Jr. Revised 1978. 11 pp. (Also in Spanish.)

Highly illustrated, describes in simple terms the responsibilities of directors.

## **CIR 15**

### **Measuring Co-op Directors.**

C. H. Kirkman, Jr. Revised 1978. 11 pp. (Also in Spanish.)

Highly illustrated, describes in simple terms how co-op members elect and keep co-op directors.



**CIR 16**

**Manager Holds Important Key to Co-op Success.**

C. H. Kirkman, Jr. Revised 1978. 11 p.. (Also in Spanish.)

Highly illustrated, describes in simple terms the responsibilities of a co-op manager.

**CIR 17**

**Employees Help Co-ops Serve.**

C. H. Kirkman, Jr. Revised 1978. 15 pp.

Highly illustrated, describes in simple terms how employees can contribute to making a cooperative successful.

**CIR 18**

**Guidelines Co-op Employees Need.**

C. H. Kirkman, Jr. 1978. 28 pp.

Highly illustrated, describes in simple terms the guidelines to help employees know what is expected of them.

**CIR 19**

**Bookkeeping Forms Your Co-op Needs.**

Francis P. Yager. Revised 1978. 11 pp.

Highly illustrated, explains simply the bookkeeping forms that cooperatives need to keep up-to-date and complete records of business.

**CIR 20**

**Guides to Co-op Bookkeeping.**

Francis P. Yager. Revised 1978. 15 pp.

Highly illustrated, explains what a bookkeeping system is and what business information it provides to a cooperative.



## **CIR 21**

### **Organizing and Conducting Cooperatives' Annual Meetings.**

Revised 1979. 60 pp.

Brings together many ideas proved practical in actual use. Most activities discussed are basic in building and maintaining sound membership understanding and good community relations.

## **CIR 22**

### **American Farmers in the Grain Export Business.**

Arvin R. Bunker. 1979. 40 pp.

Lists key commodity, facility, and personal contact information that foreign buyers need to deal with U.S cooperatives directly exporting grain. Other cooperatives supplying grain for export are also described.

## **CIR 23**

### **Handling Net Margins Under Federal Tax Laws.**

Revised 1979. 8 pp.

Describes alternative methods farmer cooperatives can use in conforming to requirements of Section 17, Internal Revenue Act of 1962. This section relates mainly to distribution and taxation of patronage refunds by farmer cooperatives. Five choices are given.

## **CIR 24**

### **A Guide to Survey Research for Local Cooperative Management.**

Julie A. Hogeland. 1980. 15 pp.

Aids cooperative managers who want to survey patrons on preferences, perceptions and expected behavior to ease decision-making.

## **CIR 25**

### **Opportunities in the Co-op Business World— A Leader's Program For Youth.**

C. H. Kirkman, Jr. Revised 1981. 52 pp.

Basic information for youth on cooperatives and how they fit in the American enterprise system. Especially for youth group leaders.

## **CIR 26**

### **Cooperative Farm Bargaining and Price Negotiation.**

Ralph B. Bunje. 1980. 194 pp.

Serves as a guide to growers desiring to organize a bargaining association or leaders of existing organizations to improve their returns from farming.

## **CIR 27**

### **Small Fresh Fruit and Vegetable Cooperative Operations.**

Fred E. Hulse, Gilbert W. Biggs, and Roger A. Wissman. 1980. 28 pp.

Shows the diversity as well as successful operations of 34 small fresh fruit and vegetable marketing cooperatives. Describes their sales methods, as well as additional services provided their farmer members.

## **CIR 28**

### **Agricultural Cooperative Service—What We Do, How We Work.**

1981. 6 pp.

Describes agency work in areas of research, technical assistance, history and statistics, and education and information. Includes a capsule of cooperative assistance in U.S. Department of Agriculture to ACS as an agency.

(Previous similar reports include FCS Information Reports.)

## **● FCS Information Reports**

### **FCS IR 32**

#### **Making Member Relations Succeed.**

Irwin W. Rust. 1963. 16 pp.

Describes changes in cooperative member relationships and methods used to achieve a closer relationship between cooperative and member. Tells why closer relationships are necessary.

**FCS IR 54**

**Approaches and Problems in Merging Cooperatives.**

Martin A. Abrahamsen and J. Warren Mather. Revised 1976. 29 pp.

Gives specific suggestions on problems often encountered and steps to take to effect a merger.

**FCS IR 77**

**Recruiting, Training, and Developing Workers for Farmer Cooperatives.**

Irwin W. Rust. 1971. 44 pp.

Discusses the important factors in recruiting, training, and developing workers for cooperatives. Lists sources of information and help.

**FCS IR 90**

**Bargaining Cooperatives: Selected Agri-Industries.**

Gilbert W. Biggs and J. Kenneth Samuels. 1973. 22 pp.

Results of survey to determine scope and intensity of bargaining activity in 24 associations. Includes problems as well as suggestions for their solution.

**FCS IR 92**

**Livestock Industry Trends: Implications for Cooperatives.**

G. Alvin Carpenter. 1973. 24 pp.

Evaluates cooperative operations and organizational structure to maintain maximum effectiveness for operations and services to farmers.

**FCS IR 94**

**The Sunkist Adventure.**

C. H. Kirkman, Jr. 1975. 108 pp.

A rewrite of earlier publications on Sunkist Growers, Inc., the publication documents the history and describes current organization, operations, and distinctive features.



## **FCS IR 97**

### **Capper-Volstead Impact on Cooperative Structure.**

Joseph B. Knapp. 1975. 42 pp.

Provides background information to bring about a better understanding of the economic effect Capper-Volstead Act has had on cooperatives.

## **FCS IR 100**

### **Legal Phases of Farmer Cooperatives.**

Morrison Neely. Revised 1976. 744 pp.

Combines into one publication practically every legal aspect of organizing and operating a cooperative. Particular attention is given to incorporation, marketing contracts, management and director responsibilities, antitrust taxation, legal documents, and State statutes. It carries a table of cases on cooperative litigation. Also available in separate parts:

#### **Part I—Sample Legal Documents**

Contains samples of forms and legal documents normally needed in organizing and operating a cooperative. Includes a reproduction of the Capper-Volstead Act.

#### **Part II—Federal Income Taxes**

Contains a review of cooperatives' distinctive characteristics, an historical background on taxation, and a detailed discussion of tax treatment.

#### **Part III—Antitrust Laws**

Gives clearly the attitude of the courts toward early cooperative efforts in this country and the legal background with respect to monopolies and restraint of trade. Reviews the general principles of antitrust laws and expands and sharpens them in light of recent court decisions.

## **FCS IR 101**

### **Riceland Foods: Innovative Cooperative in the International Market.**

J. David Morrissy. 1975. 128 pp.

Provides a profile of the development and current operations of a pioneering cooperative in rice marketing that later expanded into soybean processing to increase its farmer-members' incomes.

**FCS IR 103**

**Central Carolina Farmers: Growth and Operations.**

Phillip F. Brown. 1975. 45 pp.

Describes the development and success of a full-service cooperative operating in a limited geographic area. It is a rural development story in which a cooperative provided leadership in helping farmers strengthen their economic position by product diversification.

**FCS IR 104**

**Export Techniques of Grain Cooperatives.**

Donald E. Hirsch. 1976. 35 pp.

Describes type of sales, expertise required in chartering and sales and service techniques used by cooperatives in exporting grain. Also shows how cooperative leaders are reevaluating their grain export operations because they recognize advantages associated with largescale operations.

**FCS IR 107**

**Integrated Cattle Marketing—A Better Way.**

Clement E. Ward. 1977. 9 pp.

Presents marketing alternatives for cattlemen, whether they should integrate into cattle feeding, meatpacking, or direct-to-consumer marketing. Shows that the cooperative markets cattle in a manner that can increase price competition and expand the buyer and seller trade areas, improving cattlemen's access to important market price information.

**FCS IR 109**

**How to Improve Lamb Marketing.**

David L. Holder. 1977. 9 pp.

Discusses the American sheep industry and its role as producer of meat and wool, also the present marketing alternatives for these sheep producers remaining in the industry who are faced with a market largely noncompetitive and inefficient.



FCS IR 110

**Cooperative Brands and Processed Foods.**

Clement E. Ward and J. David Morrissy. 1977. 47 pp.

Includes an alphabetical directory of cooperatives owning brands for processed foods, with their mailing addresses and products. Also lists food products and cooperatives marketing them.

(Series redesignated Cooperative Information Reports. Last number is 110.)

● **Marketing Research Reports**

MRR 1016

**A Producer-Based Cotton Marketing System.**

James E. Haskell. 1973. 27 pp.

Cotton marketing problems and central issues for improvement lead to the focus of the publication—a recommendation for a producer-owned marketing system. How the system would work and its organizational implications are discussed.

MRR 1024

**Effective Fruit and Vegetable Marketing: Seven Profiles—Guidelines.**

Richard S. Berberich. 1974. 36 pp.

Three profiles of marketing by vertical ownership and control and four profiles of marketing by joint selling are presented. Considerations in developing an effective marketing program include market development, quality control, product research, brand development, plant specialization, distribution, transportation, purchasing, accounting, and membership relations. Organizational structure is suggested.

MRR 1055

**Viability of a Cooperatively Coordinated Egg Complex.**

John T. Hass. 1975. 34 pp.

Analyzes models of a cooperative decentralized egg production system and a centralized, single-firm egg complex to see if the family-size operation can compete.

MRR 1074

**Export Marketing Guide for Cooperatives.**

Donald E. Hirsch. 1977. 77 pp.

An export marketing guide, not a complete export manual or blueprint for operations of an individual cooperative. Its objective is to help more farmers gain the understanding and expertise to export successfully.

MRR 1078

**Contract Integrated Cooperative Cattle Marketing System.**

Clement E. Ward. 1977. 28 pp.

Describes changing production and marketing practices that compel cattlemen to improve the flow of cattle from the cow-calf producer to the final source—the consumer. The challenge to cattle producers is to either develop production-on-marketing systems of their own or accept whatever systems others offer.

MRR 1081

**Cooperative Marketing Alternatives for Sheep and Lamb Producers.**

David L. Holder. 1977. 40 pp.

Proposes three marketing alternatives for sheep and lamb producers, including teleauction, bargaining association, and producer processing. These alternatives are recommended after a review of the industry revealed producers facing a very noncompetitive and inefficient marketing-processing distribution system.

MRR 1089

**The Future Role of Cooperatives in the Red Meats Industry.**

John T. Haas, Richard J. Crom, Leonard W. Condon, David L. Holder, Winston K. Ullman, Richard H. Vilstrup, and David Volkin. 1978. 100 pp.

Report of the Red Meats Task Force of the U.S. Department of Agriculture, this publication treats the structural changes in the red meats industry that are threatening survival of independent family-size farms. Gives opinions and suggestions on what cooperatives must do to counteract these trends.

MRR 1097

**Cooperative Strategies for the Pork Industry.**

David L. Holder and Ralph E. Hepp. 1978. 36 pp.

Discusses changes taking place in the pork industry and the role cooperatives can play in improving the economic position of pork producers.

● **Program Aids**

PA 1001

**Cooperative Approach to Crafts.**

Gerald E. Ely. Revised 1978. 38 pp.

Provides guidelines as well as important steps to be taken by those interested in developing a successful cooperative craft enterprise.

PA 1035

**Better Living by Working Together.**

Raymond Williams. 1973. 14 pp.

Tells how joint efforts of private industry, Government agencies, and local people can contribute to better living in rural communities. Provides general information on basic procedures to follow in coordinating efforts of interested parties.

PA 1147

**Advising People About Cooperatives.**

C. H. Kirkman, Jr., and Paul O. Mohn. 1976. 24 pp.

Provides background and references for educational programs on cooperatives. Lists organizations and their bulletins, books, visuals, etc., and provides ready reference on developing, organizing, financing, and operating cooperatives.



PA 1156

**Cooperative Approach to Crafts for Senior Citizens.**

Gerald E. Ely, Revised 1981. 14 pp.

Discusses in a general way some possibilities that exist for a craft organization, factors that must be considered before a craft program can be formulated, and steps to be taken in setting up a craft cooperative for senior citizens.

PA 1229

**Financing New Cooperatives.**

Raymond Williams and Richard Douglas. 1979. 19 pp.

Develops procedures for financing a new cooperative venture, because financing is a critical ingredient in the success or failure of these cooperatives. Also lists sources available for this financing.

● **Research Reports**

● **ACS Research Reports**

ACS RR 1

**Farmer Cooperative Statistics 1976-77.**

Ralph M. Richardson, Celestine C. Adams, Katherine C. DeVille, Francis E. Mahon, and Elizabeth J. Simmons. 1981. 56 pp.

Gives results of annual survey of marketing, farm supply, and related service cooperatives by geographic location, commodity, and functional type. Provides capsule of changes in the past decade.

ACS RR 2

**Ship Chartering Alternatives for Grain Exporting Cooperatives.**

Donald E. Hirsch. 1981. 48 pp.

Recommends a course of action that would increase cooperatives'

chartering capabilities and enhance their competitive position in the international grain trade.

**ACS RR 3**  
**Regional Grain Cooperatives, 1978-79.**

Stanley K. Thurston and Bruce J. Reynolds. 1981. 19 pp.

Reflects 1978 and 1979 fiscal year operations of primary regional grain cooperatives. Defines regional as well as local member cooperatives and gives examples of growth contributors.

**ACS RR 4**  
**Marketing Strategies for Cooperatives Exporting Fruit to Western Europe.**

Donald E. Hirsch. 1981. 48 pp.

Report identifies alternative marketing strategies that cooperatives might adopt, and recommended action to strengthen their competitive position in West European markets. Proposed action has implications for associations exporting vegetable, tree nuts and peanuts, and fresh and processed fruits.

**ACS RR 5**  
**Operating Practices of Fruit and Vegetable Processing Cooperatives.**

Bruce L. Swanson. 1981. 42 pp.

Covers organizational arrangements, marketing activities, and financial measures of 14 cooperatives processing fruits and vegetables. Identifies characteristics associated with high- and low-growth processors.

**ACS RR 6**  
**Cooperative Meatpacking: Lessons Learned from Sterling Colorado Beef Company.**

Clement E. Ward. 1981. 36 pp.

Integration in meatpacking is a marketing alternative for livestock producers.



**ACS RR 7**

**Establishing a Cotton-Ginning Cooperative in the Southeast.**

Donald M. Simon, William R. Garland, and Jan E. Halkett. 1981. 36 pp.

Study of the proposed Albermarle Cotton Growers Cooperative. Reports on producer surveys and financial projections, and estimates member benefits and returns on investments.

**ACS RR 8**

**Farmers' Supply-Purchasing Practices.**

Roger A. Wissman. 1981. 36 pp.

Examines the reasons, procedures, and strategies of how larger farmers make purchasing decisions for farm supply products.

**ACS RR 9**

**Petroleum Operations of Cooperatives.**

John M. Bailey. 1981. 24 pp.

This study quantifies retail wholesale, refining, and crude oil operations of farmer cooperatives for 1979 and compares them to past findings.

**ACS RR 10**

**Economic Impact of Two Missouri Cooperatives.**

C. Brice Ratchford, Gary Devino, and William Todd. 1981. 40 pp.

Analyzes the impact of two grain marketing-farm supply cooperatives on their farmer members and rural communities. Also lists factors contributing to their success.

(Previous similar series include Farmer Cooperative Research Reports and FCS Research Reports.)

## ● **Farmer Cooperative Research Reports**

### **FCRR 1**

#### **Growth of Cooperative in Seven Industries.**

Lyden C. O'Day. 1978. 50 pp.

Provides information on the growth of the largest cooperatives compared with noncooperative firms in specified industries. Commodities include grain, fruits and vegetables, milk and other dairy products, poultry and eggs, commercial feeds, fertilizer and lime and petroleum products.

### **FCRR 2**

#### **Voting Systems in Agricultural Cooperatives.**

Clement E. Ward, Vernon E. Schneider, and Ramon Lopez. 1979. 27 pp.

Discusses trends of cooperative members' voting systems for boards of directors; whether delegates are elected in some instances, and whether at-large or district systems are used in voting.

### **FCRR 3**

#### **Statistics of Farmer Cooperatives, 1975-76.**

Ralph M. Richardson and Jane H. Click. 1979. 57 pp.

Gives results of annual survey of marketing, farm supply, and related service cooperatives by geographical location, commodity, and functional type. Provides capsule of changes in the past decade.

### **FCRR 4**

#### **Subsidiaries of Agricultural Cooperatives.**

Charles A. Kraenzle and David Volkin. 1979. 32 pp.

Discusses extent of cooperative use of subsidiaries and implications for other cooperatives to consider this organizational tool.

**FCRR 5**  
**Agricultural Exports by Cooperatives.**

Donald E. Hirsch. 1979. 85 pp.

Tells how many cooperatives are engaged in selling to foreign buyers, what commodities are involved, what the values are, which foreign countries receive the commodities, and—to a limited degree—how sales and shipments are made.

**FCRR 6**  
**Regional Grain Cooperatives, 1976-77.**

Stanley K. Thurston. 1979. 30 pp.

Reflects 1976 and 1977 fiscal year operations of primary regional grain cooperatives. Defines regional as well as local member cooperatives and gives examples.

**FCRR 7**  
**Future Structure and Management of Dairy Cooperatives.**

George C. Tucker, James B. Roof, and William J. Monroe. 1979. 60 pp.

Describes the expected operational and structural changes among dairy cooperatives by 1985, and assesses management and financial needs of these cooperatives.

**FCRR 8**  
**Cooperative Farm Fertilizer Costs.**

Donald E. Vogelsang. 1979. 30 pp.

Tells of the cooperative impact on the fertilizer industry and how cooperatives have benefited farmers. Covers early innovations by cooperatives and compares services.

**FCRR 9**  
**Agricultural Cooperatives: Challenges and Strategies.**

Charles A. Kraenzle, John C. Moore, Charles E. French, and Kenneth F. Harling. 1979. 54 pp.

Assesses social, political, scientific, economic and competitive environment cooperatives face. Presents alternative strategies for cooperatives and projects their future for the next decade.

**FCRR 10**

**Piggybacking Fresh Vegetables: California to the Midwest and Northeast.**

Eldon E. Brooks and Robert J. Byrne. 1979. 67 pp.

Determines the best way to improve the present system of distributing perishable commodities. Gives alternatives for obtaining truck trailers to be used in possible rail piggyback service.

**FCRR 12**

**Establishing a Trout-Marketing Cooperative.**

James L. Goff, Ralph W. Dutrow, and Raymond Williams. 1979. 40 pp.

Advises potential members on how to form a trout-marketing cooperative to meet the volume requirements of new retail and wholesale markets.

**FCRR 13**

**Moroni Feed Company: Impact of a Cooperative on Sanpete County, Utah.**

G. Alvin Carpenter. 1979. 34 pp.

Portrays how a soundly organized, financed, and operated cooperative became a dominant force in helping develop a successful turkey industry.

**FCRR 14**

**Machinery Leasing and Custom Services by Cooperatives and Other Dealers.**

Lloyd C. Biser. 1979. 29 pp.

Provides information to cooperative machinery dealers and production credit associations on benefits, drawbacks and potential of leasing and custom service programs.



**FCRR 15**

**Producers Export Company: the Beginnings of Cooperative Grain Exporting.**

Bruce Reynolds. 1980. 21 pp.

Historical report of Producers Export Company and analyzes reasons for its termination.

**FCRR 16**

**Future Role of Cooperatives in Marketing Beans, Peas, and Lentils.**

Art Smith. 1980. 46 pp.

Gives pulse producers current information about the industry and recommends how they can improve their position in the marketplace via cooperative organization.

**FCRR 17**

**The Changing Financial Structure of Farmer Cooperatives.**

Nelda Griffin, Roger A. Wissman, William J. Monroe, Francis P. Yager and Elmer Perdue. 1980. 172 pp.

Report resulting from a nationwide study of cooperatives operating in 1976. Emphasis is on financial structure and trends resulting from changes in financial methods rather than specific figures.

**FCRR 18**

**Industrial Development Bond Financing for Farmer Cooperatives.**

Donald R. Davidson. 1980. 32 pp.

Shows the extent that cooperative industrial development (ID) bond financing is in use, how cooperatives have fared using them and why ID bond financing might be beneficial to other cooperatives.

(Series redesignated ACS Research Reports. Last number is 18.)

## ● FCS Research Reports

### FCS RR 23

#### **A Financial Profile of Farmer Cooperatives in the United States.**

Nelda Griffin. 1972. 71 pp.

Provides information on financial structure of more than 7,700 farmer cooperatives for fiscal years ending in 1970.

### FCS RR 24

#### **Cooperative Fertilizer Marketing and Manufacturing, 1949/50-1969/70. Plant Capacities in 1972.**

J. Warren Mather, 1973. 45 pp.

Gives an overall picture of changes in marketing and manufacturing of fertilizer in the United States. Includes statistical material on use by cooperatives.

### FCS RR 25

#### **Cooperatives' Position in Feed Manufacturing.**

J. Warren Mather and John M. Bailey. 1973. 49 pp.

Presents results of study showing different sections of the country contributing to importance of feed as a leading item in cooperative business.

### FCS RR 26

#### **Cooperative Research: Progress and Problems.**

Martin A. Abrahamsen. 1973. 37 pp.

Reports research activities for 79 of the largest cooperatives in the United States regarding nature and extent of their research programs.

### FCS RR 27

#### **Specialization in Cooperative Feed Manufacturing.**

J. Warren Mather and John M. Bailey. 1974. 27 pp.

Gives results of a study of 1,810 cooperative establishments manufacturing 1,000 or more tons of formula feed and the importance of feed manufacturing to gross income of these cooperatives.

**FCS RR 30**  
**Fishery Cooperative Operations.**

John M. Bailey. 1975. 25 pp.

Operations of selected fish cooperatives show cooperative organization is beneficial to fishermen as it is to people who use it in other economic pursuits.

**FCS RR 31**  
**Grain Marketing Patterns of Local Cooperatives.**

Charles A. Kraenzle and Francis P. Yager. 1975. 26 pp.

Gives information grain flow, storage capacity, type of grain handled, and mode of transportation to and from local elevators.

**FCS RR 32**  
**Statistics of Farmer Cooperatives. 1970-71, 1971-72.**

Jane H. Click, 1976. 50 pp.

Gives the results of annual survey of marketing, farm supply, and related service cooperatives by geographic location, commodity, and functional type.

**FCS RR 33**  
**Edible Soy Protein: Operational Aspects of Producing and Marketing.**

Bert D. Miner. 1976. 82 pp.

Describes the production methods for defatted soy flour, grits, textured soy protein, and soy isolates. Gives cost estimates for the most efficient manufacturing method on the basis of plants already equipped to process soybeans.



**FCS RR 34**

**Improving the Export Capability of Grain Cooperatives.**

Stanley K. Thurston, Michael J. Phillips, James E. Haskell, and David Volkin. 1976. 40 pp.

Describes various means grain cooperatives can use to increase their share of an expanding direct export market by establishing a marketing system built around a national export cooperative.

**FCS RR 35**

**Processed Potato Growers' Association—Information and Organization.**

Michael J. Phillips, Thomas L. Sporleder, James R. Baarda, and Gilbert W. Biggs. 1977. 56 pp.

Recommends formation of a national bargaining association of potato growers to collect information to formulate bargaining strategy; also, that this association should be separate but composed of existing associations. This association would increase the efficiency of existing associations rather than replace them.

**FCS RR 36**

**Marketing Slaughter Cows and Calves in the Northeast.**

John T. Haas, Paul C. Wilkins, and James B. Roof. 1977. 52 pp.

Gives several alternative systems for improving the marketing of slaughter cows and calves of members of Northeast livestock cooperatives.

**FCS RR 37**

**Local Cooperatives in Integrated Pest Management.**

Donald L. Vogelsang. 1977. 44 pp.

Describes operations of two pest control outfits, one a cooperative and the other cooperatively managed. Farmers and managers forming cooperatives for integrated pest management or incorporating pest management programs into existing cooperatives will find this publication particularly useful.



**FCS RR 38**

**Marketing Operations of Dairy Cooperatives.**

George C. Tucker, William J. Monroe, and James B. Roof. 1977. 46 pp.

Statistically pictures the marketing operations of 453 dairy cooperatives, estimating for cooperatives whose operating figures were not available. This publication updates information on the changing environment of the cooperative dairy industry.

**FCS RR 39**

**Statistics of Farmer Cooperatives, 1972-73, 1973-74, and 1974-75.**

Bruce L. Swanson and Jane H. Click. 1977. 50 pp.

Gives results of annual survey of marketing, farm supply, and related service cooperatives by geographic location, commodity, and functional type. Provides a 25-year capsule of growth.

**FCS RR 40**

**Supply Operations of Major Regional Cooperatives —  
Years Ending 1974 and 1975.**

J. Warren Mather. 1977. 110 pp.

Reports on 19 major regional cooperatives handling farm supplies that realized \$492 million worth of net savings, before income taxes, in procuring production supplies and equipment for their members in 1975. Helps farm leader, educational institutions and others better understand operations, trends, and progress of these cooperatives.

**FCS RR 41**

**Equity Redemption Practices of Agricultural Cooperatives.**

Phillip F. Brown and David Volkin. 1977. 30 pp.

Shows that 71 percent of the cooperatives studied had some program for redeeming patron equities in 1974. On the average, cooperatives were redeeming equities at the rate equivalent to 8 percent of their 1974 net margins. Concludes that "a program can be adopted by nearly all cooperatives" and gives suggestions as to how this may be accomplished.

**FCS RR 42**

**Trucking: Lease or Buy?**

Eldon E. Brooks and James R. Jacks. 1977. 20 pp.

Provides useful guideline for farmer cooperatives that are still trying to decide between leasing or buying capital equipment. Spiraling costs and a multiplicity of factors have combined to bring the lease/buy decision to the forefront. Shows that circumstances surrounding the decision-making process differ for each cooperative, so no one formula, either quantitative or qualitative, can be applied.

**FCS RR 43**

**Railcar Coordination Among Cooperatives.**

Robert J. Byrne and Earl B. Miller. 1977. 16 pp.

Designed to evaluate 14 midwestern cooperatives' railcar operations to determine what is needed to improve service and reduce costs.

**FCS RR 44**

**Farmer Cooperative Directors: Characteristics and Attitudes.**

Gilbert W. Biggs. 1978. 50 pp.

Describes characteristics of directors as individuals and related to their cooperative responsibilities. Summarizes their attitudes on a wide range of cooperative business issues.

**FCS RR 45**

**Midsize Farm Supply Cooperatives: Characteristics and Growth Strategy.**

John M. Foschia. 1978. 32 pp.

Analyzes medium-size local farm supply cooperative to determine problem areas currently facing these firms and tells how they have either overcome them or are meeting them. Also examines future opportunities.

FCS RR 47

**Motortrucks Operated by Farmer Cooperatives.**

Eldon E. Brooks and Earl B. Miller. 1978. 24 pp.

Surveys number and distribution of trucks, tractors and trailers used by farmer cooperatives.

(Series redesignated Farmer Cooperative Research Reports. Last number is 47.)

● **Service Reports**

SR 1

**Bank Trust and Professional Farm Managers' Attitudes Toward Cooperatives.**

Michael S. Hanrahan. 1980. 11 pp.

Farm operations of professional farm management entities base purchasing and selling decisions on same marketplace considerations as other farmers.

SR 2

**Financial Profile of 15 New Agricultural Marketing Cooperatives.**

Ralph W. Dutrow, Phillip F. Brown, and Raymond Williams. 1981. 24 pp.

Describes the financial ratios and borrowing experiences of independent, newly formed cooperatives marketing grain, livestock, or fruits and vegetables.

SR 3

**Cooperative Farm Machinery Operations.**

Lloyd C. Biser, 1981. 24 pp.

Compares cooperative farm machinery sales in Oregon and Wisconsin. Larger cooperative dealers, less competition, and coordinated management offered decision-making freedom that contributed to faster growth in Oregon.

SR 4

**Accounting Exercise for Cooperative Bookkeepers.**

Frances P. Yager. Revised 1981. 16 pp.

Accounting exercise designed to help establish and keep a single set of financial records. Problem deals with a vegetable growers' cooperative.

SR 5

**Vacation Farm Cooperatives.**

Abraham Pizam, Laura Richardson, and William R. Seymour. 1981. 24 pp.

Results of study to determine the factors that should be considered before starting a vacation farm business or cooperative.

SR 6

**Agricultural Bargaining: Process, Problems, Potential.**

Contains proceedings of the 25th national conference of bargaining and marketing cooperatives, Jan. 15-16, 1981. Hollywood Beach, Fla. 85 pp.

Explores ways to help poultry producers continue in operation after their processing and marketing outlet goes out of business.

● **Miscellaneous Publications**

● **ESCS Reports**

ESCS 29

**Shenandoah Valley Poultry Marketing Cooperative.**

Phillip F. Brown, Raymond Williams, and Priscilla Salant. 1979. 37 pp.



**ESCS 31**

**New Dimensions of Cooperative Bargaining.**

1978. 114 pp.

Proceedings of the 22nd National Conference of Bargaining Cooperative, January 7-8, 1978. San Francisco, California.

**ESCS 36**

**Improving Cooperative Farm Machinery Operations.**

Lloyd C. Biser. 1978. 32 pp.

Studies and analyzes machinery handling cooperatives and points out guidelines to successful operations. Also points out pitfalls to avoid.

**ESCS 65**

**Proceedings: 23rd National Conference of Bargaining and Marketing Cooperatives.**

January 6-7, 1979. Las Vegas, Nev. 1979. 86 pp.

**ESCS 83**

**Proceedings: 24th National Conference of Bargaining and Marketing Cooperatives.**

January 10-11, 1980. New Orleans, La. 1980. 89 pp.

**ESCS 87**

**Cooperative Freight Bill Auditing.**

Earl B. Miller and Eldon E. Brooks. 1980. 16 pp.

Examines freight bill auditing practices, options advantages and disadvantages.

(Final in this series relating to cooperatives was number 87.)

- **FCS Circulars**

Circular 31

**Helping Farmers Build Cooperatives—The Evolution of Farmer Cooperative Service.**

Andrew W. McKay and Martin A. Abrahamsen. 1962. 82 pp.

Highlights history of work of U.S. Department of Agriculture with and for farmer cooperatives.

(This series discontinued with number 31.)

- **FCS Service Reports**

FCS SR 151

**Alabama Broiler Producers Cooperative.**

Raymond Williams, Phillip F. Brown, and Charles Powe. 1977. 88 pp.

- **Reprints from Farmer Cooperatives**

FC 1

**Control Brings Farm Management Service into the Computer Age.**

Rich Hanes. 1980. 4 pp.

Computers provide farmers with data needed to help plan next year's crop.

FCR 1

**It's Time to Consider Integrated Pest Management.**

Donald L. Vogelsang. 1976. 6 pp.

Explains the term Integrated Pest Management and gives illustrations of its usefulness and why cooperatives should support such a program.

## FCR 2

### **'Elements of Success' Aid Export Decision.**

Donald E. Hirsch. 1976. 4 pp.

Gives reasons why a cooperative should export a part of its volume of product, what it takes to export successfully, and why certain elements must be considered by all exporting cooperatives. Other conditions given are of concern to cooperatives exporting food.

## FCR 3

### **New and Unusual 'Co-ops' . . . What's Behind Them.**

Donald R. Davidson and Raymond L. Fox. 1976. 4 pp.

Tells of unusual farmer "co-ops" that are springing up in different parts of the country, their method of organization and basis of financing that are unorthodox. Gives reasons and examples to show why farmers and others need to be on the alert.

(Previous similar reprints included News for Farmer Cooperative Reprints.)

## FCR 383

### **Should Co-ops Rotate Directors?**

Irwin W. Rust. 1971. 4 pp.

Gives the pros and cons on cooperatives rotating their boards at regular intervals.

## FCR 392

### **Understanding Capper-Volstead.**

David Volkin. 1974. 7 pp.

Explains important keys to understanding the Capper-Volstead Act and its implications for agricultural producers, associations of producers, and the general public.

### **FCR 393**

#### **Let's Talk About Marketing Agreements.**

William Black and Ronald D. Knutson. 1974. 8 pp.

Defines a marketing agreement and tells of responsibility of the producer to market his production with a specific cooperative, at the same time obligating the cooperative to accept this production.

### **FCR 394**

#### **Let's Get Our Grain Exporting Together.**

James E. Haskell, Michael Phillips, Stanley K. Thurston, and David Volkin. 1975. 7 pp.

Gives changing economic factors influencing the grain industry and cooperatives; position in the grain exporting picture.

## **● Unnumbered**

#### **New Climate for Agricultural Bargaining.**

Proceedings of the 21st National Conference of Bargaining and Marketing Cooperatives. January 14-15, 1977, San Juan, Puerto Rico. FCS Spec. Rpt. 28. 106 pp.

#### **Thinking About Cooperative Investments?**

Robert D. Dahle and Jerald L. Nelson, North Carolina State University. 1973. 14 pp.

Designed to aid member directors of cooperatives in thinking about investment decisions.

#### **Co-op Stores and Buying Clubs.**

Don Lefever. 1972. 77 pp.

Written for persons interested in organizing and developing buying clubs and co-op stores. Designed for co-op directors, the publication discusses the important factors to consider before making investment decisions.



# **Publications by Subject Matter**

Publications are relisted under various subjects. Those relating to more than one subject may be listed several times. Refer to series designation previously listed for publication description. Cooperative Information Report—CIR. FCS Information Report—FCS Inf. Marketing Research Report—MRR. Program Aid—PA. ACS Research Report—ACS RR. Farmer Cooperative Research Report—FCRR. FCS Research Report—FCS RR. Service Report—SR. Other publications are listed in the miscellaneous series.

## **● History and Statistics**

### **Farmer Cooperative Statistics, 1976-77.**

Ralph M. Richardson, Celestine C. Adams, Katherine C. DeVille, Frances E. Mahan, and Elizabeth J. Simmons. ACS RR 1. 1981. 56 pp.

### **Cooperative Facts.**

Gene Ingalsbe CIR 2. Revised 1981. 20 pp.

### **Farmer Cooperative Publications.**

C. H. Kirkman, Jr. and Gene Ingalsbe. CIR 4. Revised 1981. 42 pp.

### **Agricultural Cooperative Service—What We Do, How We Work.**

CIR 28. 1981. 6 pp.

### **Producers Export Company: The Beginnings of Cooperative Grain Exporting.**

Bruce Reynolds. FCRR 15. 1980. 21 pp.

### **Livestock and Wool Cooperatives.**

John T. Haas, David L. Holder, and Clement E. Ward. CIR I, Sec. 14. 1979. 34 pp.

### **Grain Cooperatives.**

Stanley K. Thurston, Bert D. Miner, and J. David Morrissy. CIR I, Sec. 15. 1979. 42 pp.

### **Statistics of Farmer Cooperatives, 1975-76.**

Ralph M. Richardson and Jane H. Click. FCRR 3. 1979. 57 pp.

### **Moroni Feed Company: Impact of a Cooperative on Sanpete County, Utah.**

G. Alvin Carpenter. FCRR 13. 1979. 34 pp.

### **Understanding Your Cooperatives.**

C. H. Kirkman, Jr. CIR 6. 1978. 146 pp.

### **Growth of Cooperatives in Seven Industries.**

Lyden C. O'Day. FCRR 1. 1978. 50 pp.

### **Cooperative Principles and Legal Foundations.**

Martin A. Abrahamsen, J. Warren Mather, James R. Baarda, and James Kelly. CIR 1. Sec. 1, 1977. 26 pp.

### **Agricultural Cooperatives: Pioneer to Modern.**

Martin A. Abrahamsen. CIR 1. Sec. 2. 1977. 42 pp.

### **Statistics of Farmer Cooperatives, 1972-73, 1973-74, and 1974-75.**

Bruce L. Swanson and Jane H. Click. FCS RR 39. 1977. 50 pp.

### **Supply Operations of Major Regional Cooperatives—Years Ending 1974 and 1975.**

J. Warren Mather. FCS RR 40. 1977. 110 pp.

**Statistics of Farmer Cooperatives, 1970-71, 1971-72.**

Jane H. Click. FCS RR 32. 1976. 50 pp.

**The Sunkist Adventure.**

C. H. Kirkman, Jr. FCS Inf. 94, 1975. 108 pp.

**Capper-Volstead Impact on Cooperative Structure.**

Joseph G. Knapp. FCS Inf. 97. 1975. 41 pp.

**Specialization in Cooperative Feed Manufacturing.**

J. Warren Mather and John M. Bailey. FCS RR 27. 1974. 27 pp.

**Cooperative Research: Progress and Problems.**

Martin A. Abrahamsen. FCS RR 26. 1973. 37 pp.

**Cooperatives' Position in Feed Manufacturing.**

J. Warren Mather and John M. Bailey. FCS RR 25. 1973. 49 pp.

**Cooperative Fertilizer Marketing and Manufacturing,  
1949/50-1969/70. Plant Capacities in 1972.**

J. Warren Mather. FCS RR 24, 1973. 45 pp.

**A Financial Profile of Farmer Cooperatives in the United States.**

Nelda Griffin. FCS RR 23. 1972. 71 pp.

**Helping Farmers Build Cooperatives—The Evolution  
of Farmer Cooperative Service.**

Andrew W. McKay and Martin A. Abrahamsen. FCS Cir. 31. 1962. 82 pp.

## ● Organization

### **Cooperative Benefits and Limitations.**

J. Warren Mather and Homer J. Preston. CIR I, Sec. 3. 1980. 22 pp.

### **Small Fresh Fruit and Vegetable Cooperative Operations.**

Fred E. Hulse, Gilbert W. Biggs, and Roger A. Wissman. CIR 27. 1980. 28 pp.

### **Understanding Your Cooperatives**

C. H. Kirkman, Jr. CIR 6. 1979. 146 pp.

### **Organizing and Conducting Cooperatives' Annual Meetings.**

CIR 21. Revised 1979. 60 pp.

### **Handling Net Margins Under Federal Tax Laws.**

CIR 23. Revised 1979. 8 pp.

### **Agricultural Cooperatives: Challenges and Strategies.**

Charles A. Kraenzle, John C. Moore, Charles E. French, and Kenneth A. Harling. FCRR 9. 1979. 54 pp.

### **Mr. Chairman.**

C. H. Kirkman, Jr. CIR 8. Revised 1979. 20 pp.

### **Organizations Serving Cooperatives.**

Martin A. Abrahamsen and Howard Mobley. CIR 1, Sec. 5. 1978. 26 pp.

### **Guides Co-op Employees Need.**

C. H. Kirkman, Jr. CIR 18. Revised 1978. 32 pp.



**Growth of Cooperatives in Seven Industries.**

Lyden C. O'Day. FCRR 1. 1978. 50 pp.

**Farmer Cooperative Directors: Characteristics and Attitudes.**

Gilbert W. Biggs. FCS RR 44. 1978. 58 pp.

**Cooperative Principles and Legal Foundations.**

Martin A. Abrahamsen, J. Warren Mather, James Baarda and James Kelly. CIR 1, Sec. 1. 1977. 26 pp.

**Agricultural Cooperatives; Pioneer to Modern.**

Martin A. Abrahamsen. CIR 1, Sec. 2. 1977. 42 pp.

**New and Unusual 'Co-ops' . . . What's Behind Them.**

Donald R. Davidson and Raymond L. Fox. FC Reprint 3, 1976. 4 pp.

**Legal Phases of Farmer Cooperatives.**

Morrison Neeley. FCS Inf. 100. 1976. 45 pp.

**Viability of a Cooperatively Coordinated Egg Complex.**

John T. Haas. MRR 1055. 1975. 34 pp.

**Fishery Cooperative Operations.**

John M. Bailey. FCS RR 30. 1975. 25 pp.

**The Sunkist Adventure.**

C. H. Kirkman, Jr. FCS Inf. 94. 1975. 108 pp.

**Riceland Foods: Innovative Cooperative In the International Market.**

J. David Morrissy. FCS Inf. 101. 1975. 128 pp.

### **Central Carolina Farmers: Growth and Operations.**

Phillip F. Brown. FCS Inf. 103. 1975. 45 pp.

## **● Starting a Cooperative**

### **Cooperative Approach to Crafts for Senior Citizens.**

Gerald E. Ely. PA 1156. Revised 1981. 14 pp.

### **Accounting Exercise for Cooperative Bookkeepers.**

Francis P. Yager. ACS SR 4. Revised 1981. 16 pp.

### **Vacation Farm Cooperatives.**

Abraham Pizam, Laura Richardson, and William R. Seymour. ACS SR 5. 1981. 24 pp.

### **How to Start a Cooperative.**

C. H. Kirkman, Jr. CIR 7. Revised 1979. 18 pp.

### **Financing New Cooperatives.**

Raymond Williams and Richard Douglas. PA 1229. 1979. 19 pp.

### **Is There a Co-op in Your Future?**

C. H. Kirkman, Jr. CIR 10. Revised 1978. 36 pp.

### **What Are Cooperatives?**

C. H. Kirkman, Jr. CIR 11. Revised 1978. 9 pp. (Also in Spanish.)

### **Members Make Co-ops Go.**

C. H. Kirkman, Jr. CIR 12. Revised 1978. 11 pp. (Also in Spanish.)

**Using Co-op Members' Money.**

C. H. Kirkman, Jr. CIR 13. Revised 1978. 15 pp.

**What Co-op Directors Do.**

C. H. Kirkman, Jr. CIR 14. Revised 1978. 11 pp. (Also in Spanish.)

**Measuring Co-op Directors.**

C. H. Kirkman, Jr. CIR 15. Revised 1978. 11 pp. (Also in Spanish.)

**Manager Holds an Important Key to Co-op Success.**

C. H. Kirkman, Jr. CIR 16. Revised 1978. 11 pp. (Also in Spanish.)

**Employees Help Co-ops Serve.**

C. H. Kirkman, Jr. CIR 17. Revised 1978. 15 pp.

**Bookkeeping Forms Your Co-op Needs.**

Francis P. Yager. CIR 19. Revised 1978. 11 pp.

**Guides to Co-op Bookkeeping.**

Francis P. Yager. CIR 20. Revised 1978. 18 pp.

**Cooperative Development in Rural Areas.**

CIR 1, Sec. 4. 1978. 34 pp.

**Cooperative Approach to Crafts.**

Gerald E. Ely. PA 1001. 1978. 30 pp.

**Advising People About Cooperatives.**

C. H. Kirkman, Jr. and Paul O. Mohn. PA 1147. 1976. 24 pp.

## **Part i—Sample Legal Documents, Legal Phases of Farmer Cooperatives.**

Morrison Neely. FCS Inf. 100. 1975. 45 pp.

### **Better Living by Working Together.**

Raymond Williams. PA 1035. 1973. 14 pp.

### **Recruiting, Training, and Developing Workers for Farmer Cooperatives.**

Irwin W. Rust. FCS Inf. 77. 1971. 44 pp.

## **● Mergers and Joint Ventures**

### **Subsidiaries of Agricultural Cooperatives.**

Charles A. Kraenzle and David Volkin. FCRR 4. 1979. 32 pp.

### **Integrated Cattle Marketing—A Better Way.**

Clement E. Ward. FCS Inf. 107. 1977. 9 pp.

### **Approaches and Problems in Merging Cooperative.**

Martin A. Abrahamsen and J. Warren Mather. FCS Inf. 54.  
Revised 1976. 29 pp.

### **Specialization in Cooperative Feed Manufacturing.**

J. Warren Mather and John M. Bailey. FCS RR 27. 1974. 27 pp.

## **● Operations**

### **● Education and Training**

#### **Cooperative Education and Training.**

C. H. Kirkman, Jr. CIR 1, Sec. 10. 1981. 26 pp.



**Cooperative Facts.**

Gene Ingalsbe CIR 2. Revised 1981. 20 pp.

**Agricultural Cooperative Service—What We Do, How We Work.**

CIR 28. 1981. 6 pp.

**Cooperatives in Agribusiness.**

C. H. Kirkman, Jr. CIR 5. Revised 1981. 60 pp.

**Opportunities in the Co-op World—A Leader's Program for Youth.**

C. H. Kirkman, Jr., CIR 25. Revised 1981. 52 pp.

**Cooperative Benefits and Limitations.**

J. Warren Mather and Homer J. Preston. CIR 1, Sec. 3. 1980. 22 pp.

**Cooperative Member Responsibilities and Control.**

C. H. Kirkman, Jr. CIR 1, Sec. 7. 1980. 26 pp.

**Understanding Your Cooperatives.**

C. H. Kirkman, Jr. 1979. CIR 6. 146 pp.

**Mr. Chairman.**

C. H. Kirkman, Jr. CIR 8. Revised 1979. 20 pp.

**Farmers in the Grain Export Business.**

Arvin R. Bunker. CIR 22. 1979. 40 pp.

**Organizations Serving Cooperatives.**

Martin A. Abrahamsen and Howard Mobley. CIR 1, Sec. 5. 1978. 26 pp.

**Cooperatives—Distinctive Business Corporations.**

C. H. Kirkman, Jr. CIR 3. 1978. 24 pp.

**Is There a Co-op in Your Future?**

C. H. Kirkman, Jr. CIR 10. Revised 1978. 36 pp.

**What Are Cooperatives?**

C. H. Kirkman, Jr. CIR 11. Revised 1978. 9 pp. (Also in Spanish.)

**Members Make Co-ops Go.**

C. H. Kirkman, Jr. CIR 12. Revised 1978. 11 pp. (Also in Spanish.)

**Using Co-op Members' Money.**

C. H. Kirkman, Jr. CIR 13. Revised 1978. 15 pp.

**What Co-op Directors Do.**

C. H. Kirkman, Jr. CIR 14. Revised 1978. 11 pp. (Also in Spanish.)

**Measuring Co-op Directors.**

C. H. Kirkman, Jr. CIR 15. Revised 1978. 11 pp. (Also in Spanish.)

**Manager Holds an Important Key to Co-op Success.**

C. H. Kirkman, Jr. CIR 16. Revised 1978. 11 pp. (Also in Spanish.)

**Employees Help Co-ops Serve.**

C. H. Kirkman, Jr. CIR 17. 1978. 15 pp.

**Guidelines Co-op Employees Need.**

C. H. Kirkman, Jr. CIR 18. 1978. 28 pp.

**Bookkeeping Forms Your Co-op Needs.**

Francis P. Yager. CIR 19. Revised 1978. 11 pp.

**Guides to Co-op Bookkeeping.**

Francis P. Yager. CIR 20. Revised 1978. 15 pp.

**Cooperative Principles and Legal Foundations.**

Martin A. Abrahamsen, J. Warren Mather, James R. Baarda, and James Kelly. CIR 1, Sec. 1. 1977. 26 pp.

**Agricultural Cooperatives: Pioneer to Modern.**

Martin A. Abrahamsen. CIR 1. Sec. 2. 1977. 42 pp.

**Cooperative Brands and Processed Foods.**

Clement E. Ward and J. David Morrissy. FCS Inf. 110. 1977. 47 pp.

**Advising People About Cooperatives.**

C. H. Kirkman, Jr. and Paul O. Mohn. PA 1147. 1976. 24 pp.

**The Sunkist Adventure.**

C. H. Kirkman, Jr. FCS Inf. 94. 1975. 108 pp.

**Riceland Foods: Innovative Cooperative in the International Market.**

David Morrissy. FCS Inf. 101. 1975. 128 pp.

**Central Carolina Farmers: Growth and Operations.**

Phillip F. Brown. FCS Inf. 103. 1975. 45 pp.

**Recruiting, Training, and Developing Workers for Farmer Cooperatives.**

Irwin W. Rust. FCS Inf. 77. 1971. 44 pp.

## ● Finance

### **Cooperative Issues and Challenges.**

Randall E. Torgerson. CIR 1, Sec. 6. 1981. 28 pp.

### **Cooperative Finance and Taxation.**

Nelda Griffin, David Volkin, and Donald R. Davidson. CIR 1, Sec. 9. 1981. 30 pp.

### **Financial Profile of 15 New Agricultural Marketing Cooperatives.**

Ralph W. Dutrow, Phillip F. Brown, and Raymond Williams. ACS SR 2. 1981. 24 pp.

### **Accounting Exercise for Cooperative Bookkeepers.**

Francis P. Yager. ACS SR 4. Revised 1981. 16 pp.

### **What Are Patronage Refunds?**

CIR 9. Revised 1981. 12 pp.

### **The Changing Financial Structure of Farmer Cooperatives.**

Nelda Griffin, Roger A. Wissman, William J. Monroe, Francis P. Yager, and Elmer Perdue. FCRR 17. 1980. 172 pp.

### **Industrial Development Bond Financing for Farmer Cooperatives.**

Donald R. Davidson. FCRR 18. 1980. 12 pp.

### **Cooperative Freight Bill Auditing.**

Earl B. Miller and Eldon E. Brooks. ESCS Rpt. 87. 1980. 16 pp.



**Handling Net Margins Under Federal Tax Laws.**

CIR 23. Revised 1979. 8 pp.

**Machinery Leasing and Custom Services By Cooperatives and Other Dealers.**

Lloyd C. Biser. FCRR 14. 1979. 29 pp.

**Financing New Cooperatives.**

Raymond Williams and Richard Douglas. PA 1229. 1979. 19 pp.

**Using Co-op Members' Money.**

C. H. Kirkman, Jr. CIR 13. Revised 1978. 15 pp.

**Bookkeeping Forms Your Co-op Needs.**

Francis P. Yager. CIR 19. Revised 1978. 11 pp.

**Guides to Co-op Bookkeeping.**

Francis P. Yager. CIR 20. Revised 1978. 15 pp.

**Equity Redemption Practices of Agricultural Cooperatives.**

Phillip F. Brown and David Volkin. FCS RR 41. 1977. 30 pp.

**Legal Phases of Farmer Cooperatives. Part II, Federal Income Taxes.**

Morrison Neeley. FCS 100. 1976. 101 pp.

**Thinking About Co-op Investments?**

Robert D. Dahle and Jerald L. Nelson. 1973. 14 pp.

**A Financial Profile of Farmer Cooperatives in the United States.**

FCS RR 23. 1972. 71 pp.

● **Foreign Trade**

**Ship Chartering Alternatives for Grain Exporting Cooperatives.**

Donald E. Hirsch. ACS RR 2. 1981. 48 pp.

**Marketing Strategies for Cooperatives Exporting Fruit to Western Europe.**

Donald E. Hirsch. ACS RR 4. 1981. 48 pp.

**Producers Export Company: The Beginning of Cooperative Grain Exporting.**

FCRR 15. 1980. 21 pp.

**Agricultural Exports by Cooperatives.**

Donald E. Hirsch. FCRR 5. 1979. 85 pp.

**American Farmers in the Grain Export Business.**

Arvin R. Bunker. CIR 22. 1979. 40 pp.

**Export Marketing Guide for Cooperatives.**

Donald E. Hirsch. MRR 1074. 1977. 77 pp.

**Export Techniques of Grain Cooperatives.**

Donald E. Hirsch. FCS Inf. 104. 1976. 35 pp.

**Improving the Export Capability of Grain Cooperatives.**

Stanley K. Thurston, Michael J. Phillips, James E. Haskell and David Volkin. FCS RR 34. 1976. 40 pp.

**'Elements of Success' Aid Export Decision.**

Donald E. Hirsch. FCR 2. 1976. 4 pp.

**Riceland Foods: Innovative Cooperative in the International Market.**

J. David Morrissy. FCS Inf. 101. 1975. 128 pp.

**Let's Get Our Grain Exporting Together.**

James E. Haskell, Michael Phillips, Stanley K. Thurston, and David Volkin. News Reprint 394. 1975. 7 pp.

● **Legal Matters**

**Cooperative Issues and Challenges.**

Randall E. Torgerson. CIR 1, Sec. 6. 1981. 28 pp.

**Mr. Chairman.**

C. H. Kirkman, Jr. CIR 8. Revised 1979. 20 pp.

**Cooperative Principles and Legal Foundations.**

Martin A. Abrahamsen, J. Warren Mather, James R. Baarda, and James Kelly. CIR 1, Sec. 1. 1977. 26 pp.

**Legal Phases of Farmer Cooperatives.**

Morrison Neely. FCS Inf. 100. 1976. 744 pp.

**Part I—Sample Legal Documents, Legal Phases of Farmer Cooperatives.**

FCS Inf. 100. 1976. 45 pp.

**Part II—Federal Income Taxes, Legal Phases of Farmer Cooperatives.**

FCS Inf. 100. 1976. 120 pp.

**Part III—Antitrust Laws, Legal Phases of Farmer Cooperatives.**

FCS Inf. 100. 1976. 56 pp.

### **Capper-Volstead Impact on Cooperative Structure.**

Joseph G. Knapp. FCS Inf. 97. 1975. 42 pp.

### **Understanding Capper-Volstead.**

David Volkin. FCR 392. 1974. 7 pp.

### **Should Co-ops Rotate Directors?**

Irwin W. Rust. FCR 383. 1971. 4 pp.

## **● Management**

### **Cooperative Issues and Challenges.**

Randall E. Torgerson. CIR 1, Sec. 6. 1981. 28 pp.

### **Control Brings Farm Management Service into the Computer Age.**

Rich Hames. FC-1. 1980. 4 pp.

### **Cooperative Benefits and Limitations.**

J. Warren Mather and Homer J. Preston. CIR 1, Sec. 3. 1980. 22 pp.

### **Cooperative Member Responsibilities and Control.**

C. H. Kirkman, Jr. CIR 1, Sec. 7. 1980. 26 pp.

### **Cooperative Management.**

J. Warren Mather, Gene Ingalsbe, and David Volkin. CIR 1, Sec. 8. 1980. 30 pp.

### **A Guide to Survey Research for Local Cooperative Management.**

Julie A. Hogeland. CIR 24. 1980. 15 pp.



### **Organizing and Conducting Cooperatives' Annual Meetings.**

CIR 21. Revised 1979. 60 pp.

### **Future Structure and Management of Dairy Cooperatives.**

George C. Tucker, James B. Roof, and William J. Monroe. FCRR 7. 1979. 60 pp.

### **Agricultural Cooperatives: Challenges and Strategies.**

Charles A. Kraenzle, John C. Moore, Charles E. French, and Kenneth F. Harling. FCRR 9. 1979. 54 pp.

### **Machinery Leasing and Custom Services by Cooperatives and Other Dealers.**

Lloyd C. Biser. FCRR 14. 1979. 29 pp.

### **Mr. Chairman.**

C. H. Kirkman, Jr. CIR 8. Revised 1979. 20 pp.

### **Voting Systems in Agricultural Cooperatives.**

Clement E. Ward, Vernon E. Schneider, and Ramon Lopez. FCRR 2. 1979. 27 pp.

### **Cooperative Transportation and Distribution.**

Eldon E. Brooks and Robert J. Byrne. CIR 1, Sec. 12. 1978. 22 pp.

### **What Co-op Directors Do.**

C. H. Kirkman, Jr. CIR 14. Revised 1978. 11 pp. (Also in Spanish.)

### **Measuring Co-op Directors.**

C. H. Kirkman, Jr. CIR 15. Revised 1978. 11 pp. (Also in Spanish.)

**Manager Holds an Important Key to Co-op Success.**

C. H. Kirkman, Jr. CIR 16. Revised 1978. 11 pp. (Also in Spanish.)

**Midsize Farm Supply Cooperatives: Characteristics and Growth Strategy.**

John M. Foschia. FCS Rr 45. 1978. 32 pp.

**Improving Cooperative Farm Machinery Operations.**

Lloyd C. Biser. ESCS Rpt. 36. 1978. 32 pp.

**Local Cooperatives in Integrated Pest Management.**

Donald L. Vogelsang. FCS RR 37. 1977. 44 pp.

**Approaches and Problems in Merging Cooperatives.**

Martin A. Abrahamsen and J. Warren Mather. FCS Inf. 54. Revised 1976. 29 pp.

**It's Time To Consider Integrated Pest Management.**

Donald L. Vogelsang. FCR 1. 1976. 6 pp.

**Recruiting, Training and Developing Workers for Farmer Cooperatives.**

Irwin W. Rust. FCS Inf. 77. 1971. 44 pp.

**Should Co-ops Rotate Directors?**

Irwin W. Rust. FCR 383. 1971. 4 pp.

● **Marketing/Bargaining**

**Agricultural Bargaining: Process, Problems, Potentials.**

ACS SR 6. 1981. 85 pp.

**Cooperative Farm Bargaining and Price Negotiation.**

Ralph B. Bunje. 1980. CIR 26. 194 pp.

**Bank Trust and Professional Farm Managers' Attitudes Toward Cooperatives.**

Michael S. Hanrahan . ACS SR 1. 1980. 11 pp.

**Moroni Feed Company: Impact of a Cooperative on Sanpete County, Utah.**

G. Alvin Carpenter. FCRR 13. 1979. 34 pp.

**Agricultural Exports by Cooperatives.**

Donald E. Hirsch. FCRR 5. 1979. 85 pp.

**Proceedings: 24th National Conference of Bargaining and Marketing Cooperatives.**

ESCS Report 83. 1980. 89 pp.

**Proceedings: 23rd National Conference of Bargaining and Marketing Cooperatives.**

ESCS Report 65. 1979. 86 pp.

**New Dimensions of Cooperative Bargaining.**

ESCS Report 31. 1978. 114 pp.

**Processed Potato Growers' Association—Information and Organization.**

Michael J. Phillips, Thomas L. Sporleder, James R. Baarda, and Gilbert W. Biggs. FCS RR 35. 1977. 56 pp.

**Marketing Slaughter Cows and Calves in the Northeast.**

John Haas, Paul Wilkins, and James Roof. FCS RR 36. 1977. 52 pp.

**Cooperative Brands and Processed Foods.**

Clement E. Ward and J. David Morrissy. FCS Inf. 110. 1977. 47 pp.

**New Climate for Agricultural Bargaining. Proceedings of the 21st National Conference of Bargaining and Marketing Cooperatives.**

FCS Spec. Rpt. 28. 1977. 106 pp.

**The Sunkist Adventure.**

C. H. Kirkman, Jr. FCS Inf. 94. 1975. 108 pp.

**Riceland Foods: Innovative Cooperative in the International Market.**

J. David Morrissy. FCS Inf. 101. 1975. 128 pp.

**Central Carolina Farmers: Growth and Operations.**

Phillip F. Brown. FCS Inf. 103. 1975. 45 pp.

**Let's Talk About Marketing Agreements.**

William Black and Ronald D. Knutson. FCR 393. 1974. 12 pp.

**Bargaining Cooperatives—Selected Agri-Industries.**

Gilbert W. Biggs and J. Kenneth Samuels. FCS Inf. 90. 1973. 22 pp.

**Helping Farmers Build Cooperatives—The Evolution of Farmer Cooperative Service.**

Andrew W. McKay and Martin A. Abrahamsen. Circular 31. 1962. 82 pp.



- **Animal and Animal Products**

- **Dairy**

- Future Structure and Management of Dairy Cooperatives.**

- George C. Tucker, James B. Roof, and William J. Monroe. FCRR 7. 1978. 60 pp.

- Marketing Operations of Dairy Cooperatives.**

- George C. Tucker, William J. Monroe, and James B. Roof. FCS RR 38. 1977. 46 pp.

- **Meat Animals**

- Cooperative Meatpacking: Lessons Learned from Sterling Colorado Beef Company.**

- Clement E. Ward. ACS RR 6. 1981. 36 pp.

- Livestock and Wool Cooperatives.**

- John T. Haas, David L. Holder, and Clement E. Ward. CIR 1, Sec. 14. 1979. 34 pp.

- The Future Role of Cooperatives in the Red Meats Industry.**

- John T. Haas et. al. MRR 1089. 1978. 112 pp.

- Cooperative Strategies for the Pork Industry.**

- David L. Holder and Ralph E. Hepp. 1978. MRR 1097. 36 pp.

- Marketing Slaughter Cows and Calves in the Northeast.**

- John T. Haas, Paul C. Wilkins, and James B. Roof. FCS RR 36. 1977. 60 pp.

**Integrated Cattle Marketing—A Better Way.**

Clement E. Ward. FCS Inf. 107. 1977. 9 pp.

**How to Improve Lamb Marketing.**

David L. Holder. FCS Inf. 109. 1977. 9 pp.

**Contract Integrated Cooperative Cattle Marketing System.**

Clement E. Ward. MRR 1078. 1977. 28 pp.

**Cooperative Market Alternatives for Sheep and Lamb Producers.**

David L. Holder. MRR 1081. 1977. 40 pp.

○ **Poultry**

**Shenandoah Valley Poultry Marketing Cooperative.**

Phillip F. Brown, Raymond Williams and Priscilla Salant. ESCS Rpt. 29. 1979. 37 pp.

**Alabama Broiler Producers Cooperative.**

Raymond Williams. Philip F. Brown, and Charles Powe. FCS SR 151. 1977. 88 pp.

**Viability of a Cooperatively Coordinated Egg Complex.**

John T. Haas. MRR 1055. 1975. 25 pp.

○ **Fish**

**Establishing a Trout-Marketing Cooperative.**

James L. Goff, Ralph W. Dutrow and Raymond Williams. FCRR 12. 1979. 40 pp.

### **Fishery Cooperative Operations.**

John M. Bailey. FCS RR 30. 1975. 25 pp.

## **● Crops**

### **○ Cotton**

#### **Establishing a Cotton-Ginning Cooperative in the Southeast.**

Donald M. Simon, William R. Garland, and Jan E. Halkett. ACS RR 7. 1981. 36 pp.

#### **Local Cooperatives in Integrated Pest Management.**

Donald L. Vogelsang. FCS RR 37. 1977. 44 pp.

#### **It's Time to Consider Integrated Pest Management.**

Donald L. Vogelsang. FCR 1. 1976. 6 pp.

#### **A Producer-Based Cotton Marketing System.**

James E. Haskell. MRR 1016. 1973. 27 pp.

### **○ Food and Feed Grains**

#### **Ship Chartering Alternatives for Grain Exporting Cooperatives.**

Donald E. Hirsch. ACS RR 2. 1981. 48 pp.

#### **Regional Grain Cooperatives, 1978-79.**

Stanley K. Thurston and Bruce J. Reynolds. ACS RR 3. 1981. 19 pp.

#### **Producers Export Company: The Beginning of Cooperative Grain Exporting.**

Bruce Reynolds. FCRR 15. 1980. 21 pp.

### **Grain Cooperatives.**

Stanley K. Thurston, Bert D. Miner, and J. David Morrissy. CIR 1, Sec. 15. 1979. 42 pp.

### **American Farmers in the Grain Export Business.**

Arvin R. Bunker. CIR 22. 1979. 40 pp.

### **Agricultural Exports by Cooperatives.**

Donald E. Hirsch. FCRR 5. 1979. 85 pp.

### **Regional Grain Cooperatives, 1976-77.**

Stanley K. Thurston. 1979. FCRR 6. 30 pp.

### **Export Techniques of Grain Cooperatives.**

Donald E. Hirsch. FCS Inf. 104. 1976. 35 pp.

### **Edible Soy Protein: Operational Aspects of Producing and Marketing.**

Bert D. Miner. FCS RR 33. 1976. 82 pp.

### **Improving the Export Capability of Grain Cooperatives.**

Stanley K. Thurston, Michael J. Phillips, James E. Haskell, and David Volkin. FCS RR 34. 1976. 40 pp.

### **Grain Marketing Patterns of Local Cooperatives.**

Charles A. Kraenzle and Francis P. Yager. FCS RR 31. 1975. 26 pp.

## **○ Fruits and Vegetables**

### **Marketing Strategies for Cooperatives Exporting Fruit to Western Europe.**

Donald E. Hirsch. ACS RR 4. 48 1981.

### **Operating Practices of Fruit and Vegetable Processing Cooperatives.**

Bruce L. Swanson. ACSR RR 5. 1981. 42 pp.



### **Small Fresh Fruit and Vegetable Cooperative Operations.**

Fred E. Hulse, Gilbert W. Biggs, and Roger A. Wissman. CIR 27. 1980. 28 pp.

### **Piggybacking Fresh Vegetables: California to the Midwest and Northeast.**

Eldon E. Brooks and Robert J. Bryne. FCRR 10. 1979. 67 pp.

### **Fruit, Vegetable, and Nut Cooperatives.**

Fred E. Hulse, Richard S. Berberich, Gilbert W. Biggs, and Martin A. Blum. CIR 1, Sec. 13. 1978. 50 pp.

### **Processed Potato Growers' Association—Information and Organization.**

Michael J. Phillips, Thomas L. Sporleder, James R. Baarda, and Gilbert W. Biggs. FCS RR 35. 1977. 56 pp.

### **The Sunkist Adventure.**

C. H. Kirkman, Jr. FCS Inf. 94. 1975. 108 pp.

### **Effective Fruit and Vegetable Marketing: Seven Profiles—Guidelines.**

Richard S. Berberich. MRR 1024. 1974. 36 pp.

### **Bargaining Cooperatives: Selected Agri-Industries.**

Gilbert W. Biggs and J. Kenneth Samuels. FCS Inf. 90. 1973. 22 pp.

## **○ Specialty Crops and Products**

### **Special Crop Cooperatives.**

Fred E. Hulse, Gilbert W. Biggs, Donald Simon, Robert H. Hiller, Luigi Angelo, and J. Warren Mather. CIR 1, Sec. 19. 1981. 60 pp.

### **Future Role of Cooperatives in Marketing Beans, Peas and Lentils.**

Art Smith. FCRR 16. 1980. 46 pp.

### **Processed Potato Growers' Association—Information and Organization.**

Michael J. Phillips, Thomas L. Sporleder, James R. Baarda, and Gilbert W. Biggs. FCS RR. 35. 1977. 56 pp.

### **Edible Soy Protein: Operational Aspects of Producing and Marketing.**

Bert D. Miner. FCS RR 33. 1976. 82 pp.

## **● Member and Public Relations**

### **Economic Impact of Two Missouri Cooperatives.**

C. Bruce Ratchford, Gary Devino, and William Todd. ACS RR 10. 1981. 40 pp.

### **Opportunities in the Co-op World—A Leader's Program for Youth.**

C. H. Kirkman, Jr. CIR 25. Revised 1981. 52 pp.

### **Bank Trust and Professional Farm Managers' Attitudes Toward Cooperatives.**

Michael S. Hanrahan. ACS SR 1. 1981. 11 pp.

### **Cooperative Member Responsibilities and Control.**

C. H. Kirkman, Jr. CIR 1, Sec. 7. 1980. 26 pp.

### **Organizing and Conducting Cooperatives' Annual Meetings.**

CIR 21. Revised 1979. 60 pp.

### **Voting Systems in Agricultural Cooperatives.**

Clement E. Ward, Vernon E. Schneider, and Ramon Lopez. FCRR 2. 1979. 27 pp.

### **Organizations Serving Cooperatives.**

Martin A. Abrahamsen and Howard Mobley. CIR 1, Sec. 5. 1978. 40 pp.

### **Farmer Cooperative Directors: Characteristics and Attitudes.**

Gilbert W. Biggs. FCS RR 44. 1978. 58 pp.

### **Should Co-ops Rotate Directors?**

Irwin W. Rust. FCR 383. 1971. 4 pp.

### **Making Member Relations Succeed.**

Irwin R. Rust. FCS Inf. 32. 1963. 16 pp.

## **● Purchasing**

### **Farmers' Supply—Purchasing Practices.**

Roger A. Wissman. ACS RR 8. 1981. 36 pp.

### **Cooperative Farm Machinery Operations.**

Lloyd C. Biser. ACS SR 3. 1981. 24 pp.

### **Farm and Home Supply Cooperatives.**

J. Warren Mather, Donald L. Vogelsang, John M. Bailey, Lyden O'Day, John Foschia, and Lloyd C. Biser. CIR 1, Sec. 20. 1981. 48 pp.

### **Bank Trust and Professional Farm Managers' Attitudes Toward Cooperatives.**

Michael S. Hanrahan. ACS SR 1. 1980. 11 pp.

### **Machinery Leasing and Custom Services by Cooperatives and Other Dealers.**

Lloyd C. Biser. FCRR 14. 1979. 29 pp.

### **Growth of Cooperatives in Seven Industries.**

Lyden O'Day. FCRR 1. 1978. 50 pp.

### **Midsized Farm Supply Cooperatives: Characteristics and Growth Strategy.**

John M. Foschia. FCS RR 45. 1978. 32 pp.

### **Improving Cooperative Farm Machinery Operations.**

Lloyd C. Biser. ESCS Rpt. 36. 1978. 32 pp.

### **Supply Organizations of Major Regional Cooperatives — Years Ending in 1974 and 1975.**

J. Warren Mather. FCS RR 40. 1977. 110 pp.

## **● Feed**

### **Moroni Feed Company: Impact of a Cooperative on Sanpete County, Utah.**

G. Alvin Carpenter. FCRR 13. 1979. 34 pp.

### **Supply Operations of Major Regional Cooperatives — Years Ending in 1974 and 1975.**

J. Warren Mather. FCS RR 40. 1977. 110 pp.

### **Specialization in Cooperative Feed Manufacturing.**

J. Warren Mather and John M. Bailey. FCS RR 27. 1974. 27 pp.

### **Cooperatives' Position in Feed Manufacturing.**

J. Warren Mather and John M. Bailey. FCS RR 25. 1973. 49 pp.



## ● Fertilizer

### **Cooperative Farm Fertilizer Costs.**

Donald L. Vogelsang. FCRR 8. 1979. 30 pp.

### **Supply Operations of Major Regional Cooperatives — Years Ending in 1974 and 1975.**

J. Warren Mather. FCS RR 40. 1977. 110 pp.

### **Cooperative Fertilizer Marketing and Manufacturing— 1949/50-1969/70. Plant Capacities in 1973.**

J. Warren Mather. FCS RR 24. 1973. 45 pp.

## ● Petroleum

### **Petroleum Operations of Cooperatives.**

John M. Bailey. ACS RR 9. 1981. 24 pp.

### **Supply Operations of Major Regional Cooperatives — Years Ending in 1974 and 1975.**

J. Warren Mather. FSC RR 40. 1977. 110 pp.

## ● Seed

### **Supply Organizations of Major Regional Cooperatives — Years Ending in 1974 and 1975.**

J. Warren Mather. FCS RR 40. 1977. 110 pp.

## ● Research

### **A Guide to Survey Research for Local Cooperative Management.**

Julie A. Hogeland. CIR 24. 1980. 15 pp.

### **Cooperative Research: Progress and Problems.**

Martin A. Abrahamsen. FSC RR 26. 1973. 37 pp.

## **● Rural Development**

### **Cooperative Approach to Crafts for Senior Citizens.**

Gerald E. Ely. PA 1156. 1981. 14 pp.

### **Accounting Exercise for Cooperative Bookkeepers.**

Francis P. Yager. ACS SR 4. Revised 1981. 16 pp.

### **Vacation Farm Cooperatives.**

Abraham Pizam, Laura Richardson, and William R. Seymour. ACS SR 5. 1981. 24 pp.

### **Establishing a Cotton-Ginning Cooperative in the Southeast.**

Donald M. Simon, William R. Garland, and Jan E. Halkett. ACS RR 7. 1981. 36 pp.

### **How to Start a Cooperative.**

C. H. Kirkman, Jr. CIR 7. Revised 1979. 18 pp.

### **Establishing a Trout-Marketing Cooperative.**

James L. Goff, Ralph W. Dutrow, and Raymond Williams. FCRR 12. 1979. 40 pp.

### **Cooperative Development in Rural Areas.**

Raymond Williams, Carl W. Deitemeyer, Phillip F. Brown, Fred E. Hulse, David Holder, and Gerald E. Ely. CIR 1, Sec. 4. 1978. 34 pp.

### **Cooperative Approach to Crafts.**

Gerald E. Ely. PA 1001. 1978. 38 pp.

### **Alabama Broiler Producers Cooperative.**

Raymond Williams, Phillip F. Brown, and Charles Powe. FCS SR 151. 1977. 88 pp.

### **Advising People About Cooperatives.**

C. H. Kirkman, Jr. and Paul O. Mohn. PA 1147. 1976. 24 pp.

### **Better Living by Working Together.**

Raymond Williams. PA 1035. 1973. 14 pp.

### **Co-op Stores and Buying Clubs.**

Don Lefever. 1971. 77 pp.

## **● Transportation and Distribution**

### **Ship Chartering Alternatives for Grain Exporting Cooperatives.**

Donald E. Hirsch. 1981. ACS RR 2. 48 pp.

### **Piggybacking Fresh Vegetables: California to the Midwest and Northeast.**

Eldon E. Brooks and Robert J. Bryne. FCRR 10. 1979. 67 pp.

### **Cooperative Transportation and Distribution.**

Eldon Brooks and Robert J. Byrne. CIR 1, Sec. 12. 1978. 22 pp.

### **Motortrucks Operated by Farmer Cooperatives.**

Eldon E. Brooks and Earl B. Miller. FCS RR 47. 1978. 24 pp.

**Trucking: Lease or Buy?**

Eldon E. Brooks and James R. Jacks. FCS RR 42. 1977. 20 pp.

**Railcar Coordination Among Cooperatives.**

Robert J. Byrne and Earl B. Miller. FCS RR 43. 1977. 16 pp.





